

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 XMB-02 MC-02

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R 240955Z FEB 76

FM AMEMBASSY ROME

TO SECSTATE WASHDC 5894

INFO AMEMBASSY ATHENS

AMEMBASSY JIDDA

AMEMBASSY PARIS

AMEMBASSY LONDON

FAA BRUSSELS

C O N F I D E N T I A L ROME 2910

DEPARTMENT PASS COMMERCE FOR COHEN, HALE AND MYERS

EXIMBANK FOR TUTINO FROM RCCA DWOR

E.O. 11652: GDS

TAGS: EAIR, ETRD, XF, BEXP, APER, AMGT

SUBJECT: CIVIL AIR - REGION TRANSPORT AIRCRAFT SALES 1975

1. WITH THE SALE OF FOUR NEW TWINJETS TO OLYMPIC AIRWAYS (REF ATHENS 1596), U.S. JET TRANSPORT AIRCRAFT SALES IN REGION NOW AT ESTIMATED \$144 MILLION 1976 TO DATE, WITH TARGETED GOAL OF \$800 MILLION FOR FULL YEAR (ROME A-70). YEAR'S SALES INCLUDE FOUR BOEING ADVANCED 737-268'S TO SAUDIA (APPROX \$38 MILLION), TWO LOCKHEED-CALIFORNIA L-1011-1'S TO SAUDIA VIA TWA (APPROX \$70 MILLION INCLUDING PLANNED L-1011-200 UPGRADING MODIFICATIONS), AND THE FOUR BOEING ADVANCED 737-284'S TO OLYMPIC (APPROX \$36 MILLION).

2. IN RCAA VIEW, EMBASSY ATHENS PERFORMANCE, IN ASSISTING BOEING IN COMPLETING TWINJET SALE, SUPERIOR BY EVERY MEASURE IN SUCCESSFULLY COUNTERING HIGHLY UNUSUAL HMG EEC-RELATED
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PRESSURES AGAINST GOG TO FORCE ACQUISITION UK-MANUFACTURED

AIRCRAFT (BAC 111-500'S). PARTICULAR CREDIT SHOULD ALSO BE GIVEN TO RESOURCEFULNESS, INITIATIVE, DRIVE AND REPORTING AND REPRESENTATIONAL SKILLS DEMONSTRATED IN THIS HIGHLY IMPORTANT EXERCISE BY COMMERCIAL ATTACHE ARTHUR LAEMMERZAHN; AND RAPID, FORTHCOMING RESPONSE TO FORMIDABLE UK ECGD/BAC X FINANCING OFFER TO OLYMPIC, COVERING BAC 111-500'S, BY EXIM-BANK AND ITS EXECUTIVE VP, MATT TUTINO, BEHALF OF U.S. AIRCRAFT MANUFACTURERS. VOLPE

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Message Attributes

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Margaret P. Grafeld
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